

1 Knocking sound at door
2 Yeah.
3 UNKNOWN MALE: Cartidges.
4 FISHER: Uh, just leave 'em outside. I'm on the phone.
5 Talking on the telephone
6 Um, the UI report's trash. Complete trash. Don't even,
7 but, waste any time on it. Alrighty. No. Absolutely
8 not. You are stuck there for forty-five minutes.
9 That's right. That's what you need to do. It's just,
10 you know, it's just critical. We wouldn't be asking
11 you to do it otherwise. Yeah. Been there for twenty
12 minutes. Yeah. That's right. Bye.
13 Hangs up telephone
14 Pause
15 FISHER: Want coffee or something?
16 REAGAN: Couple of weeks.
17 FISHER: Coming to town, huh?
18 REAGAN: Yeah. Yeah. Alrighty.
19 FISHER: Make yourself at home. Sorry.
20 Somehow I'm the keeper of the fax machine here.
21 Alright.
22 REAGAN: You make it back alright?
23 FISHER: LAUGHS Yeah, I did.
24 REAGAN: Okay.
25 FISHER: No problem. So now we're even, right?

1 REAGAN: No, I'm still a little ahead of you.

2 FISHER: Okay. Umm, SALEEM's got your check.

3 He's about, you know, maybe thirty minutes from the

4 office, but he's on his way back to sign your checks

5 so you're just gonna have to wait a couple of minutes.

6 We need to finish up on our stuff and he'll be right here,

7 okay? So I just called him and he's on his way, so...

8 REAGAN: Let's go up to the front, so I can lay some

9 stuff out and we can put it on the conference table.

10 FISHER: I got, I, I have to reserve a conference table,

11 so they're all used, so...let's just do it here.

12 Let's talk about your agreement here. We can use our

13 time wisely. I just want to make sure we were square

14 here on your, on your deal. Um, the, you know, I got

15 your thing here. I talked, you know, I did fax a copy

16 over to MURPHY. So, you, did you talk, you have a

17 chance to talk to him?

18 REAGAN: No. He, he, and I haven't spoken.

19 FISHER: Okay. Alright. Um...

20 REAGAN: Since, since Friday evening.

21 FISHER: And, I'm seriously concerned you were

22 attempting to tie or commingle the compensation to

23 BSEAT, you know, where did you get that impression?

24 REAGAN: Well.

25 FISHER: What did you mean by that?

1 REAGAN: Well, I mean we, you talked about the Dallas
2 West and, and this all at the same time. But, uh, you
3 know, let's, let's, let's just, you know, deal with,
4 you know, the, the matter here and we'll talk about
5 all of the rest of that UI.

6 FISHER: Okay. Well, I mean, what you're doing for me
7 in West Village is what you did here for me, so I
8 wasn't, you know, I wasn't sure...

9 REAGAN: Okay.

10 FISHER: Sure what that...

11 REAGAN: Well, you know, that's how, that's just how I
12 feel about it. So we, we spent too much time
13 talking about, about the, the, Dallas West Village thing
14 and, and how it may, uh, affect, how, how that may not
15 work or whatever, you know, you, you, you, you, you
16 spent, uh, our forty-five minutes here talking about
17 D'ANGELO. And so I, you know, I don't want, I don't
18 want to go back to that piece. So I'm just...

19 FISHER: Well, I, do you understand my concern about
20 D'ANGELO?

21 REAGAN: UI.

22 FISHER: I mean...

23 REAGAN: I'm, well, I'm not gonna talk about D'ANGELO.

24 FISHER: Oh, that's fine. I think we just...

25 REAGAN: I don't want, we, I mean, we done, we done

1 moved past that. LAUGHS So, so....

2 FISHER: Well, I hope so. I, I just, you know, I just

3 want to make sure you understand that I'm just, I took

4 an enormous economic hit, so I am a little goosey

5 about D'ANGELO and DON in relationship to...

6 REAGAN: I, I, I, I, I mean, that, that's, that's well

7 noted. I, I mean, it's well noted.

8 FISHER: Alright.

9 REAGAN: I just, I, I, um, what I said to you the other

10 day, and I've said in previous discussion, y'all just,

11 I mean, there is no reason for you, for you, for you to

12 do, to meet with him about the project in terms of his

13 contractors and all of that stuff. That's what we's for.

14 FISHER: And he understands that I under...

15 REAGAN: You, you, I mean y'all went out, y'all went

16 out, you...

17 FISHER: I saw UI.

18 REAGAN: Invited him out at the, at the basketball

19 game and...

20 FISHER: Yeah, I saw him at KATHY NEALY's box, yeah...

21 REAGAN: Yeah, y'all, y'all...

22 FISHER: UI.

23 REAGAN: Y'all, y'all, you know.

24 FISHER: Well, that was strictly...

25 REAGAN: And I can't...

1 FISHER: That was strictly social..but, yeah.

2 REAGAN: I, I just can't, I can't comment on stuff that

3 I'm not privy to and I really, um, put at a, put at a

4 disadvantage.

5 FISHER: Well, I just want to make sure you understand

6 that there's, this, frankly, it's the exact opposite.

7 That's what I'm trying to make sure you know is that

8 he's calling me separately. RICK and JIBREEL are

9 calling me separately, they're...

10 REAGAN: And he said you called him to invite him to go

11 to the basketball game.

12 FISHER: I think..., I think KATHY invited him to come to

13 the basketball game...PHONE RINGS...there's no

14 question that that, that, that was strictly a social event

15 here. ANSWERS PHONE. This is BILL FISHER. Yeah.

16 Okay. Okay. Alright, great. Thank you. Bye. HANGS UP

17 He's fifteen minutes away, so UI.

18 REAGAN: This is TNL?

19 FISHER: Yeah.

20 REAGAN: These the guys that you were, you were

21 considering TNL.

22 FISHER: Yeah, frankly, I think that's why KATHY made

23 sure that TNL was there and that D'ANGELO was there

24 on Saturday. I just think (Stutters) she wanted them to

25 meet, too, so...

1 REAGAN: I, I haven't met those guys. I haven't met
2 those guys.

3 FISHER: Well, you know RON FERGUSON, don't you?

4 REAGAN: I, yeah, I know RON FERGUSON.

5 FISHER: RON, see this is, this is how, this, now you've
6 come full circle. This is why I want to make sure you
7 know what's going on. Because you, I'm not blaming
8 you for it. I just want to make sure you absorb the
9 burden because...

10 REAGAN: LAUGHS

11 FISHER: It, it begins with JIBREEL and RICK coming over
12 here as MILLENIUM and wanting to get contract work.
13 Then I tell them...

14 REAGAN: Can I see this?

15 FISHER: Yeah, you can take, yeah, you can have it. Um,
16 and then I tell them, you know, this here's kinda what
17 the qualifications for a, you know, the prime sub for
18 the big, the biggest of the subcontracts is, and it
19 requires bonding. So, he wants to be in the prime sub
20 loop so he goes and brings me RON FERGUSON.

21 REAGAN: Mm-hmm.

22 FISHER: And RON comes over here and, and, you know,
23 and RON then goes and gets TOMMY HOANG, who is
24 a, uh, financial reference, um, to provide bonding. So,
25 this is how a lot of this got going. Frankly, what I think

1 happened, I don't know what goes on between RON and,
2 uh, and JIBREEL and, uh, RICK, but I think RON left
3 them behind.

4 REAGAN: Mm-hm.

5 FISHER: And he would enter into a joint venture with, uh,
6 TOMMY HOANG and that's gave rise to TNL.

7 REAGAN: So they, these guys, these guys are interested
8 in Pecan Grove, TNL?

9 FISHER: They're interested in Pecan Grove. That's
10 right.

11 REAGAN: Oh, okay.

12 FISHER: That train may have left that, the station as
13 you know with PRINTICE. And, uh, PRINTICE
14 called me today and said you guys had talked.

15 REAGAN: Yeah. Yeah. I think, I think we, we may need
16 to, the only advantage with, with PRINTICE is,
17 all, the two of us, the three of us. We all need to go
18 and do that interview, like we talked about earlier.

19 FISHER: That's what I told him today on the phone.

20 REAGAN: Okay. Okay.

21 FISHER: UI.

22 REAGAN: I mean, I, I, I've talked with him,
23 but I think we'll just, we'll just, uh, you know, we,
24 we know each other. PRINTICE and I know each other
25 well, and so we'll just let him, I mean...

1 FISHER: He said y'all had done some business before
2 and he, um, you know.

3 REAGAN: Yep. He, and he, uh, he said that y'all, y'all
4 done business before so, you know, he...

5 FISHER: PRINTICE is good.

6 REAGAN: Good guy. Cool. Cool. Well...

7 FISHER: But, it's the way I told you it was, which
8 is, you know, I, I try and use Dallas talent. I try
9 and use minority contractors wherever possible. You
10 know, my group was gonna give the job to I-C-I or
11 somebody who, who, who meets the hub requirement, but
12 but is not really a community-based, African-American-
13 owned company.

14 REAGAN: Okay.

15 FISHER: So, I went to my guys and said PRINTICE gets
16 the job. PRINTICE, PRINTICE's bid was about three
17 hundred and fifty thousand dollars higher in a sixteen
18 million dollar deal than, uh, I-C-I's. But PRINTICE
19 got the work.

20 REAGAN: Okay.

21 FISHER: And PRINTICE did a fantastic job.

22 REAGAN: PRINTICE, PRINTICE do good work. I've seen
23 his projects.

24 FISHER: Now the guys on my construction group are
25 wearing him out.

1 REAGAN: Is that right?

2 FISHER: Wearing him out.

3 REAGAN: And where is he, where is he building for you

4 in other locations?

5 FISHER: Um, he has, you know, he did the deal here in

6 Dallas. He has worked in San Antonio UI...

7 REAGAN: Which one? The, uh, the one over there off of

8 Wheatland?

9 FISHER: That's right.

10 REAGAN: Yeah, I remember seeing that thing from the air.

11 Yeah, I had a killing over there, a shooting over there

12 around Christmas.

13 FISHER: We bought a, we bought our partner out of that

14 business on October first. He kept two deals, uh,

15 SALEEM and I kept two deals. He kept Providence on

16 the Park.

17 Cellular telephone rings in the background

18 REAGAN: Answers cellular telephone. Hey. What's

19 going on? Hold tight. Hold tight. Yeah. I'll I'll be

20 there shortly. I'm, I'm waiting on his other partner to

21 get here. Give me, y'all give me a few minutes. Okay.

22 FISHER: Real estate deal?

23 REAGAN: Yeah. Tell some, tell...

24 FISHER: What are you doing without me? I done, you

25 know, you're partners in my stuff. What's, uh, what,

1 what are you doing without me?

2 REAGAN: Well, they, they're actually on a, uh, very
3 critical and time-sensitive deal and I don't, I don't
4 want them, uh, dis, distracted, and when I tell ya a
5 big deal, it's a big deal.

6 FISHER: Retail? Or...

7 REAGAN: Yeah, it's retail. And it, and, and, as a
8 matter of fact, they're out, they're out at the, um,
9 at um, a property manager's place right now.

10 FISHER: Okay.

11 REAGAN: Yeah, so they, I mean, it's, it's just almost
12 twenty-four-seven with them.

13 FISHER: On this project?

14 REAGAN: On this project.

15 FISHER: And I don't get I don't get a chance
16 to get in?

17 REAGAN: LAUGHS Y'all, when you give them
18 a check, we can go. LAUGHS

19 FISHER: LAUGHS Alright. Alright.

20 REAGAN: Well, now what is it you have to have done,
21 BILL? I mean, you done made a copy of a check?

22 FISHER: I just wanted to make sure he had it because
23 SALEEM has to countersign. It takes two signatures for
24 an eighty-five thousand dollar check. We always make
25 copies of our checks.

1 REAGAN: Okay, then. Well, UI...

2 FISHER: For our...

3 REAGAN: We, we...

4 FISHER: All this is Internal Revenue Service stuff.

5 Everything we do...

6 REAGAN: Mm-hmm.

7 FISHER: Is, uh, audited by an accountant who does a

8 cost certification...

9 REAGAN: Yes.

10 FISHER: That's required by the Internal Revenue

11 Service. That's where the investor gets his, uh, tax

12 credits. So every expense is an invoice and a check

13 and a copy of the check and, uh, it's an, uh, UI.

14 REAGAN: I talked to ALPHONSO about Estelle

15 Village and, uh, um, we're gonna get with

16 ANN LOTT. He said I, he said, man, I, he said I did

17 that deal in nineteen-ninety-five. Did that deal in

18 nineteen-ninety-five. And, uh...

19 FISHER: Is it owned, it's...

20 REAGAN: It's owned by DHA.

21 Cellular telephone rings in background

22 Answers cellular telephone

23 Hello? Hello? Hey. Alright. Can I call you back

24 in just a few minutes? Okay. Yeah.

25 FISHER: I've understood DHA manages it.

1 REAGAN: They own it and manage it.

2 FISHER: And...

3 REAGAN: I told him, I told him, I said now, uh, it's my
4 understanding that it's a HUD owned property, at least
5 showing owned by HUD. And, um, um, I'll, I'll, I'll
6 talk to ANN and see what UI. Now, is that something
7 you're still interested in doing, or...

8 FISHER: That thing's a complete eyesore for the
9 neighborhood. I'd be a hero fixing that.

10 REAGAN: Okay.

11 FISHER: You know, it's always, it's always difficult
12 for me in FANTROY's district, but, uh...let's, uh, you
13 know, I've been looking for a South Dallas minority-
14 owned title company to do these projects in. Who are
15 you guys using?

16 REAGAN: There, there is one across the street
17 Uh, there is one right across the, uh, street. Right in
18 ROYCE's building actually. TALKING ON CELLULAR
19 PHONE. Uh, ANN LOTT please.

20 FISHER: She's my girlfriend. She's a complete babe.

21 REAGAN: She's too fine.

22 FISHER: She is. Smart and good-looking.

23 REAGAN: Yes, uh, Miss LOTT, please. This is DARREN
24 REAGAN calling for Miss LOTT. Yes, ma'am.
25 Would you ask her to call me at, at her earliest

1 convenience? That's DARREN, D-A-R-R-E-N, REAGAN,
2 R-E-A-G-A-N. And she knows me well. My number is 2-1-4,
3 2-0-7, 0-8-5-0. Tell her I, yeah, tell her I just got
4 off the phone with, uh, both our dear friend, ALPHONSO
5 JACKSON. And so, uh, we were just talking about her and I
6 said let me call her. Alright. Thank you. Yeah,
7 but, uh, uh, she is just...
8 FISHER: Smart and good-looking.
9 REAGAN: She's smart. And I tell you who was, who was,
10 who was, uh, eve, who's even, shh, who was even
11 sharper was her predecessor.
12 FISHER: LORI MOON?
13 REAGAN: LORI MOON. Uh. Now, she's awesome.
14 FISHER: I, I really liked LORI. LORI just got worn out
15 She, she was doing more courthouse work than she was
16 doing housing. You know, she, they got sued on that UI...
17 REAGAN: UI, I mean, that she's down-to-earth, she, uh,
18 uh, call from home, call, I mean, lunch, breakfast,
19 dinner, whatever. ANN's the same way. ANN's the same
20 way she is. Call...
21 FISHER: We were talking about title companies.
22 REAGAN: Yeah, uh, MISTY BROWN. Let me call her.
23 FISHER: MISTY BROWN? Which company is she with?
24 REAGAN: Let me find out real quick is, uh...
25 FISHER: Is this who you guys use? Or is this...

1 REAGAN: I, I've used her. Yeah, she's good. She's good.
2 FISHER: Alright.
3 REAGAN: She's good.
4 FISHER: She's in ROYCE's building?
5 REAGAN: Yeah. I'm gonna, I'm gonna UI...
6 TALKING ON CELLULAR PHONE Yes, is the Senator
7 in today? Um, uh, is, uh, is MERTIS in, uh, uh, in, or...
8 what, what, what about CHARLES? Is CHARLES there?
9 Everybody leavin'. Everybody, steppin' out. Now
10 where's, where's KEVIN? LAUGHS Look here, maybe
11 you can help me. What is that young lady, what is
12 that title company that's, uh, right there in y'all
13 building, in y'all's building? It's MISTY BROWN,
14 MISTY, I'm sorry. AMERICAN TITLE? And, and her name
15 is Miss what? MISSY. MISSY BROWN. AMERICAN
16 TITLE. That's who it is. Okay. Alright. That's,
17 that's what I needed. I'll...alright. Thank you.
18 She's good.
19 FISHER: Is that who you guys use or who you recommend?
20 REAGAN: That's, that's who we use. I've used them on
21 several projects. A couple, at least.
22 FISHER: Yeah, 'cause these bond things, uh, swing on
23 these, uh, title policies.
24 REAGAN: UI.
25 FISHER: The premium's about a hundred and a half so I'd

1 rather, you know, I want to try and run them through a...

2 REAGAN: Okay.

3 FISHER: Local minority-owned company, but I want to

4 make sure you're...

5 REAGAN: Yeah, I'm, I'm...

6 FISHER: Vouching for them because...

7 REAGAN: Cool.

8 FISHER: If they screw it up, the whole deal doesn't

9 happen.

10 REAGAN: No, they, they, they cool. They're cool. They

11 can do, uh, there's one other, but MISSY's, MISSY UI.

12 FISHER: AMERICAN TITLE sounds like the big shot,

13 though. She's like the agent or whatever? I just

14 want to make sure...

15 REAGAN: No, she's the owner.

16 FISHER: she's getting the money.

17 REAGAN: She's the owner. She's the owner.

18 FISHER: She an attorney?

19 REAGAN: No, but she has an attorney's degree.

20 FISHER: Yeah. They're usually have the same UI.

21 REAGAN: She, she's, uh, beautiful personality. I

22 did, uh, a couple of my houses through her,

23 and, uh, we use, um, I use, um, these other two

24 projects we're working on.

25 FISHER: Okay.

1 REAGAN: Need to, uh...
2 DIALING CELLULAR PHONE.
3 FISHER: See if PRINTICE called me.
4 REAGAN: Who?
5 FISHER: PRINTICE.
6 REAGAN: Oh, yeah. Oh, yeah.
7 FISHER: So he knows to talk.
8 REAGAN: Yeah, we, yeah. TALKING ON CELLULAR.
9 PHONE. Hi, GLENDA. This is DARREN REAGAN. How
10 you doing? Good. Is the Councilman in? Okay. Yeah.
11 Tell, tell DON to give me a call at his convenience.
12 2-1-4, 2-0-7, 0-8-5-0. And I, right, and I, I just need to
13 follow up with him, you know, uh, we, we, uh, we had
14 that meeting the other day and he was gonna get back
15 with me on some other specifics regarding a project
16 and so, uh, I just wanted, I know, I know he's busy
17 with that, with that charter thing LAUGHS, so...
18 Right. With RYAN as well. Right. Okay,
19 then. Thank you so much, GLENDA. Okay, then. If you,
20 if you want to call me back with dates, um, call me on
21 that on that cell number there and, um, uh, any date
22 that works out for those guys would be cool with me.
23 All, alright. Thank you. Bye-bye. Alrighty. Okay.
24 FISHER: Can, I talk to you about doing some clean-up
25 on this agreement.

1 REAGAN: Let's talk about that.

2 FISHER: Okay.

3 REAGAN: Let's talk about that.

4 FISHER: Okay.

5 REAGAN: A little later on.

6 FISHER: No, we need to do it now. I mean, I want to

7 make sure, you know, I was concerned on your call at

8 the closing that, you know, I mean, CARLTON had to be

9 signed up to close the deal and...

10 REAGAN: Okay, well, anyway...

11 FISHER: Uh, well you told me earlier in the week

12 that CARLTON was fine and then, you know...

13 REAGAN: Yeah.

14 FISHER: You seemed concerned about it, so. And, we

15 talked about, you know, you are paid for any

16 additional work at an hourly rate and that's fine. I

17 just want to make sure you get the work pre-approved

18 before you spend a bunch of money. So, we had that

19 discussion and it's not clear in the agreement, so.

20 Let's just take a look at...

21 REAGAN: I, I'll take a look at it and, and, you want,

22 is this my copy?

23 FISHER: No. That's, we, you need to look at it here so

24 we can...

25 REAGAN: Make me a copy, BILL, and I'll, I'll, uh, sit

1 down and review it.

2 FISHER: No, we need, we need to resolve this here

3 before I pay you...

4 Telephone rings in background

5 UI. Hold on, this is DEWEY here.

6 Answers telephone

7 Yeah, DEWEY. I am. You want, and I won't be long.

8 Yeah, with the non-profit. Okay. It's just like we did

9 with the A-V-P deals on UI. No, it is. It's just the

10 way, the same, the same way. That's right. Right.

11 Well, there, um, I'll, I'll, I'll look at it after I get

12 out but, uh, I'll, Ben's not thinking, frankly. I think

13 we did those on our own without his involvement.

14 So, at the A-I-T signature block, they are signing

15 for the owner. That's correct. Alright. Bye.

16 TALKING TO REAGAN...Okay? So do you have

17 a problem with that? I mean, we

18 REAGAN: Well, I thought...

19 FISHER: This is what we talked about, I mean, uh,

20 you can't be spending fifteen hundred bucks an hour

21 for work after February UI.

22 REAGAN: No, no, we don't, we don't do that. We don't

23 do that.

24 FISHER: Okay.

25 REAGAN: That's, no, that's...

1 FISHER: Well, see, you told me that, but that's just a
2 clarification.

3 REAGAN: No, no, no, no. I didn't tell you that. I
4 didn't tell you that. I didn't...

5 FISHER: Well, I mean, you're, we have budgets that we
6 work with, so...

7 REAGAN: I understand that and that's, that's, that's,
8 that's the important thing in terms of us knowing
9 where, what the budget is and knowing what, what UI

10 FISHER: Yeah, but you can't do additional work that,
11 you know, isn't covered in the scope of the budget.

12 REAGAN: Yeah.

13 FISHER: And the budget isn't a number. There's a
14 scope of work.

15 REAGAN: Right.

16 FISHER: For all of this. Development and construction.

17 REAGAN: Right.

18 FISHER: So, um, I just want to make sure it's clear
19 that you're running it by us before you're racking up
20 a bunch of time and, and money after this payment.

21 REAGAN: Yeah. Well, BILL, I mean, I, I don't think
22 that, that, uh, I'm running up no bunch of money, man.
23 I'm, I'm, y'all gotten, y'all gotten more work out of
24 me than my own organization's gotten.

25 FISHER: No, I mean, I...

1 REAGAN: You know, and you, and you...
2 Telephone rings in background
3 And I've tied up...
4 Telephone rings again
5 I've tied up key people, man. I've tied up ALLEN
6 and GAIL...
7 Telephone rings again
8 JACKIE. You know these are,
9 these are my top dogs.
10 Telephone rings again
11 That, that, I mean, just like you and SALEEM.
12 Telephone rings again
13 FISHER: Tell me what that means.
14 REAGAN: Huh?
15 FISHER: You've already spent money in addition to the
16 eighty-five, the hundred you've gotten?
17 REAGAN: No. What I'm saying, what I'm saying is that
18 when I tie up, when, when, when I tie up my key
19 people, that's tying up an organization. So, you know
20 FISHER: Well let's, you know, the, the transaction's
21 closed.
22 REAGAN: M-kay.
23 FISHER: The required payment's, is, is a hundred grand,
24 so that, it's getting done today. Then there's this
25 other provision that says fifteen hundred dollars per

1 hour for additional work after February of oh-two.
2 REAGAN: Oh, oh-five.
3 FISHER: Or, excuse me, of oh-five. Right. You, we
4 need to be able, we need to be approving anyone's
5 time at fifteen hundred an hour after February.
6 REAGAN: You, you have to approve any pay ups. All
7 these pay ups have to be approved.
8 FISHER: Well then, just make sure you're, well that's
9 what, you write that down so there isn't
10 any misunderstanding.
11 REAGAN: I will, but I, I mean, you made your
12 notes, BILL and, and I gotta, I got some deals that's
13 burnin' right now and I need to, you just make me a
14 copy of it, I'm gonna do just, I'm gonna be responsive
15 just like you've been responsive. And I'll, you know,
16 sign it and, and get it back to you, but you, you
17 know, I don't just on the fly grab something and sign
18 it, man. You don't do that.
19 FISHER: This is our original, you got a copy, it's our
20 original agreement with two sentences in it.
21 REAGAN: Okay. I'm gonna...
22 FISHER: We can talk about two sentences here.
23 REAGAN: We can, we, yeah. We can do that, but I got
24 a zillion, I got, I got some things that I should've had
25 taken care of on Friday...

1 FISHER: I understand. We have ten minutes. SALEEM's
2 on his way back.

3 REAGAN: Okay, but SALEEM hadn't made it. Why don't
4 SALEEM come in here, man, let's, let's all talk?

5 FISHER: 'Cause SALEEM's not in the office. That's why
6 I would've gotten your second signature anyway,
7 so...All you're waiting for is SALEEM to, I flew back
8 in, they prepared the check, I signed it, SALEEM's not
9 in the office this morning. He's headed back in.
10 That's what, that's the only delay here.

11 REAGAN: Okay.

12 FISHER: But we have to review two sentences here. We
13 need to do this, DARREN.

14 REAGAN: I'm gonna, okay.

15 FISHER: Okay.

16 REAGAN: Gimme, make me a copy of it. Make me a
17 copy of it.

18 FISHER: Well, here's the copy of the original.

19 REAGAN: Okay. I, I got a copy of the original at, uh,
20 at the office.

21 FISHER: Okay.

22 REAGAN: But make me a copy of that. And then we can,
23 of that front page.

24 FISHER: Okay.

25 REAGAN: Give me a copy. Is that, that the only comment

1 that you have, that you've written on there?

2 FISHER: No, there's one on, this, it's the same thing on
3 the expenses on the back.

4 REAGAN: Oh, oh, but just, just, just make me a copy of
5 those two, two pages.

6 FISHER: Alright. And the purpose is? You gonna take
7 'em with you?

8 REAGAN: For me to review? Yeah, let me...

9 FISHER: We need to review 'em now.

10 REAGAN: UI. Don't...

11 FISHER: I'm not paying the eighty-five unless we
12 resolve this.

13 REAGAN: You, you...LAUGHS

14 FISHER: DARREN, I'm not, we had a disagreement over
15 the interpretation of this agreement. I wanna make
16 sure there isn't...

17 REAGAN: Okay, BILL, how long have you had that?

18 FISHER: I, this UI.

19 REAGAN: Wait a minute. I'm talkin' about, how long
20 have you had this agreement?

21 FISHER: Since November.

22 REAGAN: Okay. Now, both you and SALEEM, SALEEM
23 told me, he said I got it and I'm reviewing it. SALEEM
24 told me that. And you told me everything is fine,
25 man. That's cool. I just need to, I just need the

1 moment when I'm, when I'm free to really reflect on it
2 and make my comments if necessary. And sign
3 it. That's all. We, this is not a deal killer.
4 We're not gonna (UI)...

5 FISHER: Actually, it is a deal killer. I, I want you,
6 I was concerned about our call and, at the closing.

7 REAGAN: Okay.

8 FISHER: And you were commenting about approving the
9 contractor. You and I had already talked about
10 PRINTICE. PRINTICE had been approved and I had signed
11 the contract, a sub-contract with him. And then you UI...

12 REAGAN: I don't, I mean, but, but look...

13 FISHER: Provision about your right for approval...

14 REAGAN: But listen. Listen, but listen.

15 FISHER: We've talked and we've already approved this,
16 so I wanna, there doesn't need to be any
17 misunderstanding.

18 REAGAN: Wait a minute. Listen. You...

19 FISHER: This is simple. If you and I...

20 REAGAN: No, no.

21 FISHER: Cannot agree...

22 REAGAN: Wait. Hold on, hold on, hold on. Hold on.
23 You have not, you have not given me, uh, I haven't
24 even seen PRINTICE's contract, man. I don't know
25 what's in PRINTICE's, uh, contract.

1 FISHER: This transaction did, would not have closed
2 without a subcontract with PRINTICE.
3 REAGAN: But, but...
4 FISHER: Neither will...
5 REAGAN: But see, you didn't, but see, BILL, you
6 supposed to, the deal is is that we're supposed to be
7 in on that. LAUGHS
8 FISHER: See, that's what you miss. In West Village,
9 the, the...
10 REAGAN: No, no. We're not talking about West Village
11 now. We're not talking about West Village.
12 FISHER: That's what I'm saying.
13 REAGAN: We're talking about this...
14 FISHER: You were upset when you got the plans and all
15 the architects...
16 REAGAN: No, no. You...
17 FISHER: And everybody had all been picked.
18 REAGAN: Wait a minute. UI this is all new to me
19 because you didn't tell me you had signed PRINTICE.
20 You had told, the last conversation you and I had was
21 that he was going, that, that we would start
22 interviewing within a couple of weeks.
23 FISHER: No, for, for providing him, subcontractors for
24 him to utilize potentially. That's the purpose of the
25 meeting so that when he is getting ready to award a

1 subcontract below his contract, that we have to meet
2 with him so we have got our guys run in to him, he has
3 a chance to review them, and we can decide or not
4 decide whether we're gonna use 'em.
5 REAGAN: Dialing cellular telephone
6 Talking on cellular telephone
7 Yes, would you give that address there, please? Mm-
8 hm. No, what is the, uh, uh, floor? I'm sorry?
9 Okay. Thank you so much.
10 FISHER: There's a duplicate and I've got a copy, but
11 DARREN, we're gonna resolve this before I'm giving you
12 eighty-five grand. You need to understand that.
13 REAGAN: LAUGHS
14 FISHER: Or you're gonna go away disappointed again
15 today. It's simply what you told me, which is don't
16 spend a bunch of expenses or time until we've approved it.
17 REAGAN: UI.
18 FISHER: If we've got additional work, we're gonna,
19 you're gonna, you're gonna be working on it. But we
20 have to have some budgetary control over that and if
21 you and I disagree on any final approval, the general
22 partner in this partnership agreement, which hasn't
23 been altered by this agreement, has the final say.
24 There's nothing I can do to change that. So, those
25 are the only two things. That's it.

1 Let me see if SALEEM's close here.

2 Calls SALEEM on telephone

3 Hey, are you close? Okay. No problem, uh, there's a,

4 you know, DARREN's check is on your desk so as

5 soon as you get here sign it and get LAURA to run

6 down. So you think it'll be another five minutes

7 tops? Okay. Alright, great. Thanks. Bye.

8 Hangs up telephone

9 Talks to REAGAN

10 Okay. He's in the parking lot.

11 FISHER: MISSY BROWN at AMERICAN TITLE.

12 REAGAN: Mm-hmm.

13 FISHER: So are you just using the eighty-five for

14 earnest money today? You're not closing a deal, or...

15 REAGAN: Uh, we, we, we, um, used it for the, for a

16 couple of deals.

17 PAUSE

18 FISHER: Talking to unknown person on telephone

19 Hey, uh, SALEEM's on his way up, uh, when he gets

20 here, the, the BSEAT check I think is on his desk or

21 you've got it. Would, yeah, would you, once it's

22 signed, if you'll bring, put it in an envelope and

23 bring it down for me? Alright? I'm in my office.

24 Just knock on the door. Alright. Thanks.

25 Hangs up telephone

1 Talking to REAGAN

2 Now as far as GAIL and the other guys go, I thought

3 they were gonna sign a separate contract with me.

4 REAGAN: Yeah, UI.

5 (Telephone rings)

6 FISHER: This is BILL FISHER. Yeah. No. I won't.

7 Appreciate it.

8 Hangs up telephone

9 REAGAN: UI. Today is the thirty-first?

10 FISHER: Today is January thirty-first. That was the

11 other reason. February is getting ready to start, so.

12 You are going to be spending some extra time on this

13 deal. We, you, you're gonna meet with PRINTICE.

14 There's a bunch of follow-up to do.

15 REAGAN: Mm-hmm.

16 FISHER: Nobody's denying...

17 REAGAN: Man, ain't nobody...

18 FISHER: That there's, there's just, there's...

19 REAGAN: Hey...

20 FISHER: Just pro-forma work to be done. I just want to

21 make sure that, you know, I mean we, I have to be able

22 to pay you and there's a budget that's been approved.

23 REAGAN: And you need to be able to pay me.

24 FISHER: Alright.

25 REAGAN: LAUGHS

1 FISHER: To make the required payments I have to have
2 them in the budget, so.
3 REAGAN: I haven't seen, uh, a copy of the budget.
4 FISHER: I'll, actually, I think you saw it in an, an,
5 uh, Excel e-mail, but I'll send it over to you.
6 REAGAN: And I...give me my check, man, so I can go.
7 FISHER: Uh, I, SALEEM's the signer here, so...
8 REAGAN: Okay.
9 FISHER: Interview based upon impromptu direction.
10 REAGAN: That is discussion.
11 FISHER: What's this? Initial?
12 REAGAN: Yeah, that's, those my initials.
13 FISHER: Alright. You are the man.
14 REAGAN: I'm the man.
15 FISHER: Alright.
16 REAGAN: Make me a copy of that.
17 FISHER: Okay. Alright. She's gonna bring your check
18 here UI.
19 REAGAN: Let me get to rolling.
20 FISHER: How's the ankle?
21 REAGAN: It's better. He's running around like a idiot
22 today. Yesterday, running up and down the stairs.
23 FISHER: UI.
24 REAGAN: Yeah, he's, he's better.
25 FISHER: Okay. Do you need a copy of this check?

1 REAGAN: Yeah.

2 FISHER: Okay. I'll get her to make a copy of the
3 check and a copy of the document for you, okay?

4 REAGAN: Alright. Thank you. I wish I could spend the
5 day with you, but I gotta go.

6 FISHER: Alright, man. I, you know this is, as soon as
7 the checks get above about five grand here,
8 everybody's gotta have two signers.

9 REAGAN: I understand. I understand. Y'all need to
10 hurry up and get moved, man.

11 FISHER: I'll show you the space. Next time you come,
12 I'll take you upstairs and I'll show you the space,
13 so, we're just working on finishing it out.
14 It was originally gonna be about the fifteenth of
15 January. And frankly, I think SALEEM just took a
16 bunch of time negotiating the lease. Frankly, I think
17 he got himself out of a personal guarantee, myself.
18 Ended up doing a company lease...

19 REAGAN: Yeah.

20 FISHER: Um, then it was originally supposed to go
21 finished, it was supposed to be finished here like the
22 first week or ten days of February and it's not going
23 to be done here 'til the end of the month.

24 REAGAN: UI.

25 FISHER: So...

1 Knock at the door

2 Hello? That's, that's her.

3 REAGAN: Come on in.

4 Door opens

5 FISHER: Can you make me a copy of the check if it's

6 fully-executed, and a few sets of this?

7 LAURA BROWN: Mm-hmm.

8 FISHER: Two of everything.

9 BROWN: Okay.

10 FISHER: Alright. UI.

11 Door closes

12 REAGAN: Well...

13 FISHER: The Council, what's the Councilman working on?

14 The charter, is that what you were saying?

15 REAGAN: Um, yeah, the char, charter review. We, we

16 got, uh, a lot of work to do.

17 FISHER: Does the charter review matter since they've

18 got this "Strong Mayor" petition up?

19 REAGAN: LAUGHS Yeah, man, it, it, it, well that is

20 the, the, the, the amendment that they, they'll been

21 working on. The, uh, charter review. Which, that,

22 that is a charter review issue, the Strong Mayor form

23 of government.

24 FISHER: Mm-hmm.

25 REAGAN: That's a, that's a, uh, charter review...

1 FISHER: It's actually known at my house as undoing
2 fourteen-one.

3 REAGAN: You live in Highland Park. LAUGHS

4 FISHER: Actually, I don't. I live in University Park.

5 REAGAN: Same difference, UI. LAUGHS

6 FISHER: Actually, it's not UI

7 REAGAN: We used to do some picketing over there.

8 FISHER: The, the, the reality is the people in Highland
9 Park will tell you they're much more tony than the UI

10 REAGAN: We did, we did.

11 FISHER: The up-and-comers are in University Park.

12 REAGAN: We did some picketing over in Highland Park and
13 University Park. They are, they were some of the most
14 user-friendly as far as protestors are concerned.
15 They block off the whole damn neighborhood to let you,
16 I mean we, we got right up to MARGARET KELLEHER's
17 house. Front and center. And they blocked off her
18 whole street to let us exercise our...

19 FISHER: Right.

20 REAGAN: And as long as we wanted to, we went over to
21 Highland Park Village shopping center and same thing.
22 Just wore 'em out. They blocked, blocked down the whole
23 Highland Park Village. Turned traffic around, how
24 long y'all gonna be here? No problem.

25 FISHER: Just don't drive, just don't try and drive your

1 car between the toll road and Central down Mockingbird
2 without thinking...
3 REAGAN: Oh, yeah.
4 FISHER: They're, they're big on profiling in that
5 neighborhood.
6 REAGAN: Oh, yeah. Well, we're, we're, we were on, um,
7 a main drag there. KELLEHER, where KELLEHER lived,
8 and then...
9 FISHER: I don't know where she lives.
10 REAGAN: And then, um, uh, University Park, we went
11 after the president of UT Southwestern Medical
12 Center, and he lived on, on a nice corner lot in
13 University Park and...
14 Cellular telephone rings
15 Answers telephone
16 Hello? Hello? Hello? UI.
17 FISHER: You need a land line?
18 REAGAN: Hmm?
19 FISHER: Do you need to use a land line?
20 REAGAN: Nah. I need to get going.
21 FISHER: How long's it take her to make a friggin' copy?
22 REAGAN: Let's go see.
23 Door opens. UI.
24 FISHER: LAURA?
25 BROWN: Yes?

1 FISHER: What are we doing?
2 BROWN: UI.
3 REAGAN: LAUGHS She's just making a nice little
4 stack. Thank you so much, LAURA.
5 FISHER: No, no. Let me hand it to him.
6 BROWN: Oh, okay. UI on my hand.
7 FISHER: I get the...
8 REAGAN: UI.
9 FISHER: ...pleasure of...
10 BROWN: UI. there's your original and you have two
11 copies.
12 FISHER: Alright.
13 BROWN: And here's your two copies of this.
14 FISHER: A copy of the check here. Okay.
15 BROWN: Yeah.
16 FISHER: Alright.
17 BROWN: Okay?
18 FISHER: There you go. It looks perfect.
19 Okay, here is your copy of the agreement.
20 REAGAN: Okay.
21 FISHER: Alright? There's the thing. Let's make sure
22 your check's right here.
23 REAGAN: LAUGHS Has SALEEM's name on it?
24 FISHER: Yeah.
25 REAGAN: Okay, man.

1 FISHER: Check number three.
2 REAGAN: Put it in, let me have a...
3 FISHER: UI.
4 REAGAN: We'll see you.
5 Cellular telephone rings
6 FISHER: You're popular.
7 REAGAN: Yeah, I'm heading out of here UI. I'll see you.
8 FISHER: Everything alright?
9 REAGAN: Yeah. I'm alright. I'm always alright. I'm
10 always alright.
11 FISHER: You were not happy on Friday.
12 REAGAN: Answers cellular telephone
13 Mama? Let me call you back in just a second. What
14 is, what is it?
15 FISHER: You want me to walk you out?
16 REAGAN: No, I'm alright, then.
17 FISHER: No, UI.
18 Door closes
19 End of conversation
20
21
22
23
24
25